

## Message Text

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ACTION AF-10

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FM AMEMBASSY MAPUTO

TO USDOC WASHDC

INFO SECSTATE WASHDC 5993

AMCONSUL CASABLANCA

UNCLAS MAPUTO 0803

USDOC FOR MEPD AND FOR NMFS/WEIDNER

CASABLANCA FOR RFA

E.O. 11652: N/A

TAGS: EFIS, EAID, EALR, ETRD, US, MZ

SUBJECT: US PARTICIPATION IN MOZAMBIQUE FISHING INDUSTRY DEVELOPMENT

SUMMARY: AT REQUEST OF GPRM, EMBOFF MET JUNE 10 WITH NATIONAL DIRECTOR OF FISHING DR. SERGIO BASULTO. BASULTO REVIEWED GPRM PLANS TO PURCHASE TWO NEW US-BUILT SHRIMP TRAWLERS, AND BRIEFLY DISCUSSED GPRM FISHERY DEVELOPMENT PLANS. US FIRM HAS EXCELLENT CHANCE TO SELL TWO TRAWLERS NOW FOR TESTS. IF VESSELS PROVE TO MEET MOZAMBIKAN REQUIREMENTS, GPRM MAY ORDER AS MANY AS 30-40 SHIPS FROM MANUFACTURER. FINANCING SOUGHT FOR SALE. OPPORTUNITIES ALSO EXIST FOR INTERESTED US FIRM TO ENTER INTO JOINT VENTURE FISHING AGREEMENTS WITH GPRM . END SUMMARY.

1. AT REQUEST GPRM MINISTRIES OF INDUSTRY AND COMMERCE, AND FOREIGN AFFAIRS, EMBOFF MET WITH NATIONAL DIRECTOR OF FISHING DR. SERGIO BASULTO. BASULTO REQUESTED EMBASSY ASSISTANCE TO FACILITATE PURCHASE OF TWO NEW SHRIMP TRAWLERS.. BASULTO HAS CORRESPONDED WITH QUALITY MARINE, INC. RT. 1, BOX 400, THEODORE, ALABAMA 36582, AND IS FAVORABLY IMPRESSED  
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WITH US COMPANY'S 95 FOOT STEEL SHRIMP TRAWLER DESIGN. BASULTO THOUGHT THE COMPANY HAS SOLD SIMILAR SHIPS TO MOZAMBIKAN ENTERPRISES A FEW YEARS AGO, WHICH PERFORMED WELL HERE.

2. IN RESPONSE TO BASULTO'S CABLE INQUIRY REGARDING FINANCING, A CABLE WAS RECEIVED FROM ANOTHER FIRM, MARINE PROPULSION

EQUIPMENT COMPANY, INC., P.O. BOX 1029 HARVEY, LOUISIANA 70059; OUTLINING TERMS FOR PURCHASE OF TRAWLERS. FIRM STATED IT HAD "MINIMUM 25 MILLION US DOLS FOR DIRECT LOAN TO GOVERNMENT. TERMS 10 YEARS, 8.5 PERCENT INTEREST, DISCOUNT 7 PERCENT, NET TO CLIENT 93 PERCENT." BASULTO WOULD LIKE TO KNOW THE RELATIONSHIP OF THE TWO FIRM AND WANTED AN EVALUATION OF THE MARINE PROPULSION FINANCE OFFER. FIRM ALSO REQUESTED CONVERSATIONS IN US, BUT BASULTO SAID IT WOULD BE IMPOSSIBLE FOR HIM TO GO TO THE US.

3. ACCORDING TO BASULTO, GPRM PLANS TP PURCHASE TWO SHIPS FOR DELIVERY WITHIN THE FIRST FEW MONTHS OF NEXT YEAR. VESSELS WILL BE TESTED FOR PERFORMANCE ACCORDING TO MOZAMBIQUE EXPECTATIONS. IF VESSELS ARE SATISFACTORY, GPRM PLANS TO AUGMENT ITS FLEET TO 30 OR 40 SHIPS. SHIP WILL ALL PRUCHASED FROM THE SAME BUILDER, IN ORDER STANDARDIZE FLEET, AND FACILITATE MAINTENANCE AND TRAINING.

4. EMBOFF HAD PREVIOULSY SENT PROSPECTURE FROM DEL MONTE CORPORATION REGARDING FIRM'S CAPABILITY IN JOINT FISHING VENTURES TO BASULTO. RESPONDING TO QUERY, BASULTO SAID THAT MOZAMBIQUE IS NOW READY TO CONSIDER JOINT VENTURES WITH INTERESTED COMPANIES, ESPECIALLY FOR TUNA.

5. ACTION REQUESTED: (A) REQUEST USDOC THROUGH REGIONAL OFFICES CONTACT TWO AMERICAN FIRMS, AND REPORT RELATIONSHIP TO EM-UNCLASSIFIED

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BASSY. ALSO REQUEST MORE DETAILS ON FINANCING OFFER, AND BRIEF EVALUATION OF TERMS AS TO COMPETITIVENESS. REQUEST MARINE PROPULSION NOTIFY BASULTO OF POSSIBILITY OF REPRESENTATIVE THAT FIRM COMING TO MAPUTO FOR DISCUSSIONS.

(B) REQUEST USDOC PUBLICIZE MOZAMBIQUE INTEREST IN JOINT FISHING VENTURES. INTERESTED FIRMS SHOULD CORRESPOND DIRECTLY WITH DR SERGIO BASULTO, DIRECCAO NACIONAL DE PESCA, CAIXA POSTAL 1723, MAPUTO, MOZAMBIQUE. CABLE ESCA-MO, TELEX 6409.DE PREE

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## Message Attributes

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